Où en sommes-nous, où va le marché ?

Rendre le monde plus sûr une appli à la fois

Philippe Courtot
Chairman et CEO - Qualys, Inc.

Nos débuts

Qualys Cloud Platform 1.0
Les années Gestion des vulnérabilités – 1999 à 2011

Énorme résistance à l'adoption du Cloud

Grande échelle et industrialisation

Première phase de consolidation des « best of breed » solutions

Qualys.

Où en sommes-nous aujourd'hui ?

Qualys Cloud Platform 2.0
Suite intégrée de solutions de sécurité et de conformité - 2012 à 2018

Ré-architecture majeure de notre back-end

Consolidation des activités OPS, DevOps, Support Client et Product management et gros Investissement en Inde

Extension de nos solutions + 10 applis et premières acquisitions technologiques

Qualys.

Où allons-nous ?

Qualys Cloud Platform 3.0
Tableau de bord unique avec vue unifiée des ressources IT, de la sécurité & de la conformité - Arrivée sur le marché de l'OT et de l'IoT – 2019 à 2021

Nouvelle solution pour l'inventaire en continue des actifs IT globaux

Encore plus de solutions intégrées couvrant l'ensemble des actifs globaux

Une nouvelle approche pour gérer et répondre aux incidents

Qualys.

Où va le marché ?

Consolidation majeure
L'ère du Cloud est inéluctable
et arrive au galop –
2019 à 2021

L'irrésistible ascension des plateformes Cloud

Systèmes informatiques en pleine évolution

De la protection des données à la cyber-résilience

Intégrer la sécurité et non plus la rajouter

Consolidation accélérée du marché

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Merci de votre attention

Philippe Courtot
pcourtot@qualys.com

QSC.18 QUALYS SECURITY CONFERENCE 2018

Regaining Our Lost Visibility

Sumedh Thakar
Chief Product Officer, Qualys, Inc.

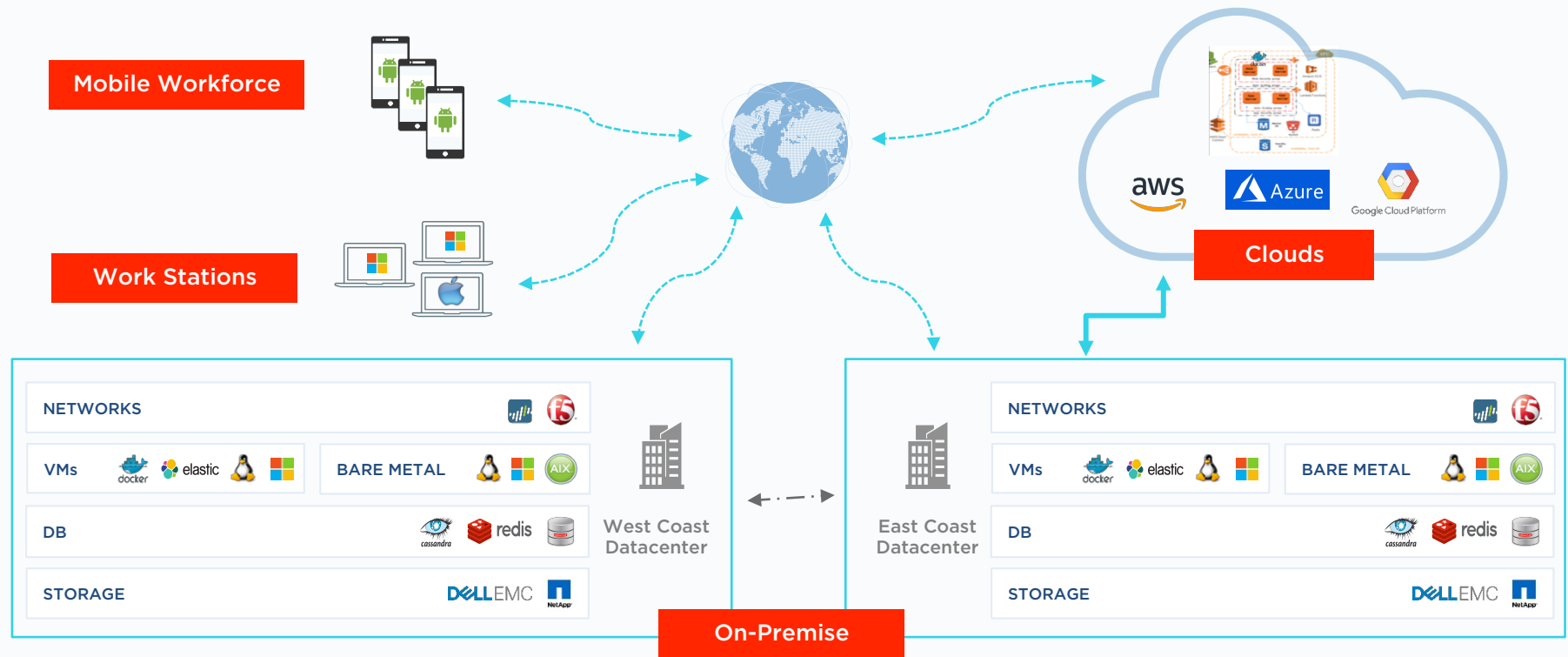# IT Transformation

Infrastructure & Application

Digital Transformation

Holistic Transformation of
Business to Digital

Cloud, Containers, IaaS, PaaS,
OT, IIoT, IoT, Mobility, Web
apps, APIs, Mobile Apps

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Hybrid Cloud Overview Architecture

Mobile Workforce

Work Stations

Clouds

aws   Azure   Google Cloud Platform

NETWORKS			
VMs	docker · elastic · Linux · Windows	BARE METAL	Linux · Windows · AIX
DB	cassandra · redis		
STORAGE	DELLEMC · NetApp		

West Coast Datacenter

East Coast Datacenter

NETWORKS			
VMs	docker · elastic · Linux · Windows	BARE METAL	Linux · Windows · AIX
DB	cassandra · redis		
STORAGE	DELLEMC · NetApp		

On-Premise

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Containers

Real game changer

Hypervisor disappearing, bare metal is back

Kubernetes Infrastructure-as-code

Container-as-a-Service AWS Fargate

AWS Lambda function-as-a-service, serverless!

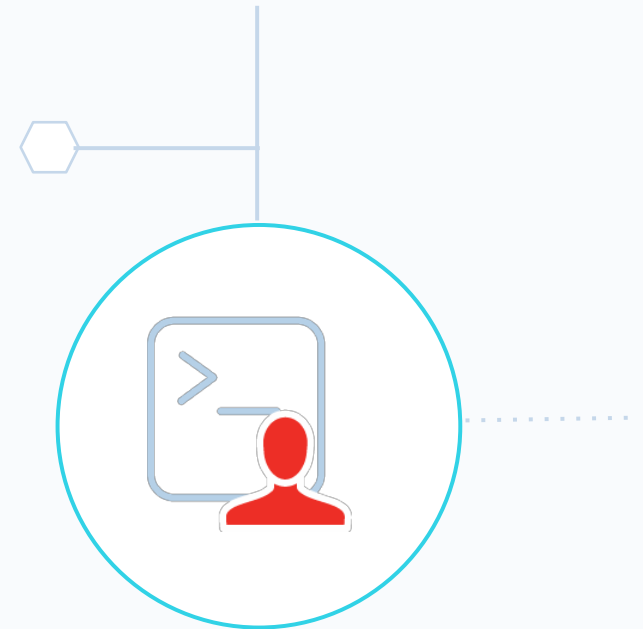Kubefed?

"Priceline" for Containers?

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DevOps

This is real and highly contagious

Developer decides how
infrastructure runs in production

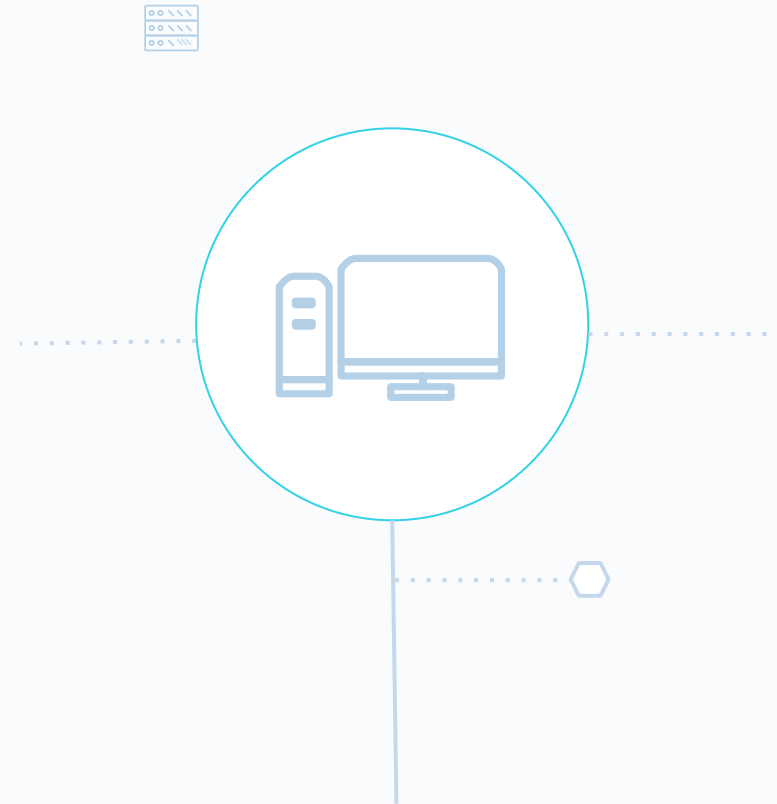Speeds up significantly how fast
code goes to production

Qualys.

On-Prem

Shrinking Datacenter Footprint

Increasing OT & IIoT

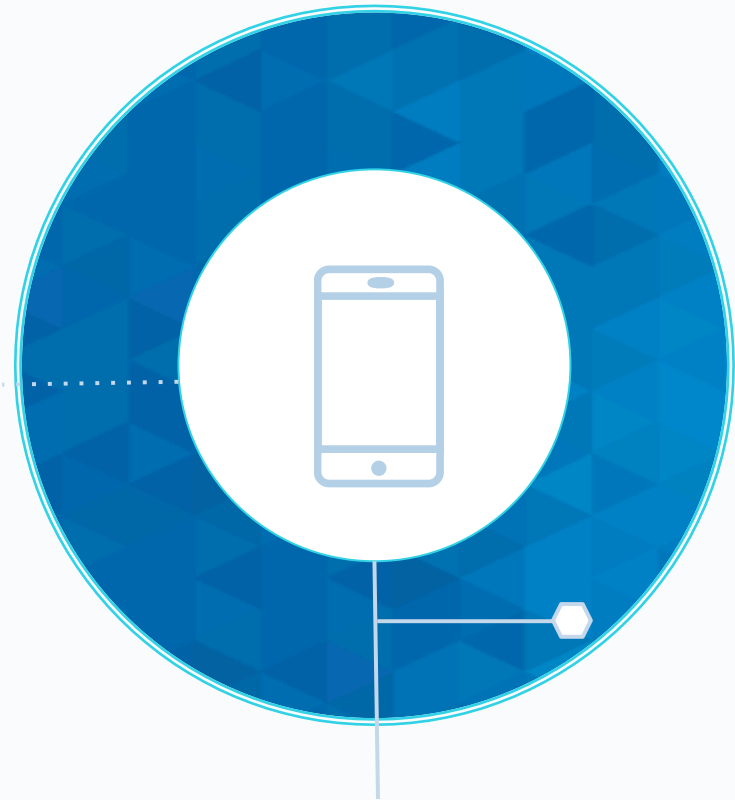Corp IT – more distributed & mobile

More IoT!

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Enterprise Mobility != BYoD

Enterprise owned handheld devices

Indispensable to modern business

Running apps handling sensitive
business & consumer data

Mobile!

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Web Apps & APIs

Web Apps for the humans

APIs for the inhumans

Wide window into all your data

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SaaS

More aaS everywhere

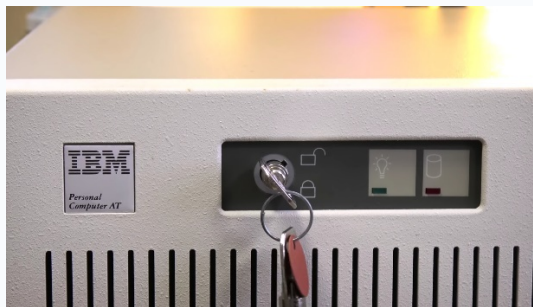No infrastructure to manage

No Applications to code or manage

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SaaS

Security

IBM PC AT

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November 13, 1984

"The AT provides the first real system for allowing executives to sleep at night:

A hard-to-duplicate 'tubular' key locks all but key holders out of the system"

34 years later

No magic key = No sleep at night!

Same challenges x 10

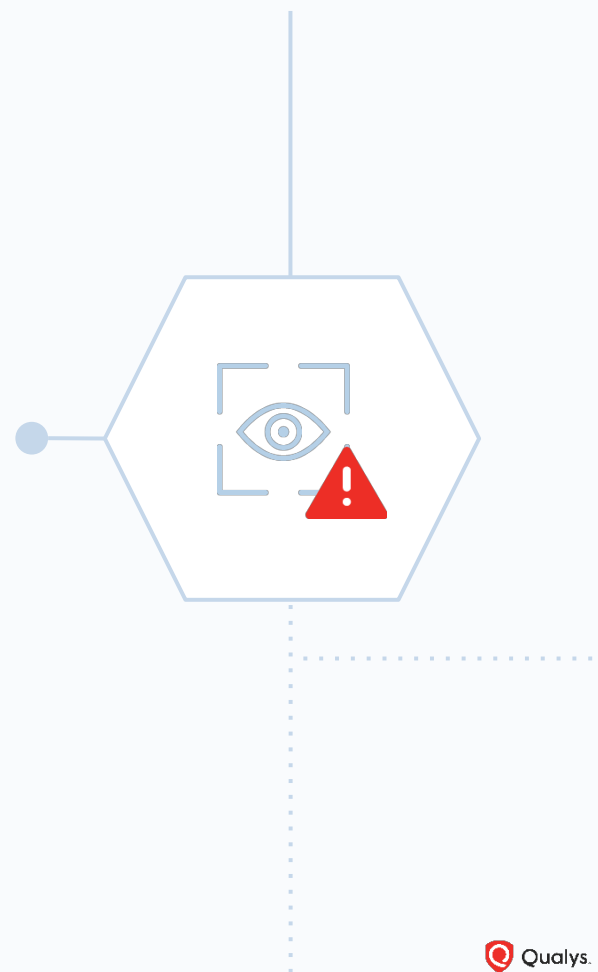No visibility across global hybrid infrastructure

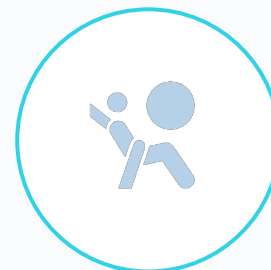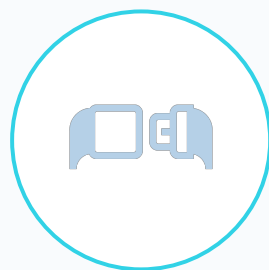Still need to do Vulnerability & Configuration management

Still need to monitor integrity of systems(?)

More data incoming into "SIEM" deployments

Basically no visibility to respond

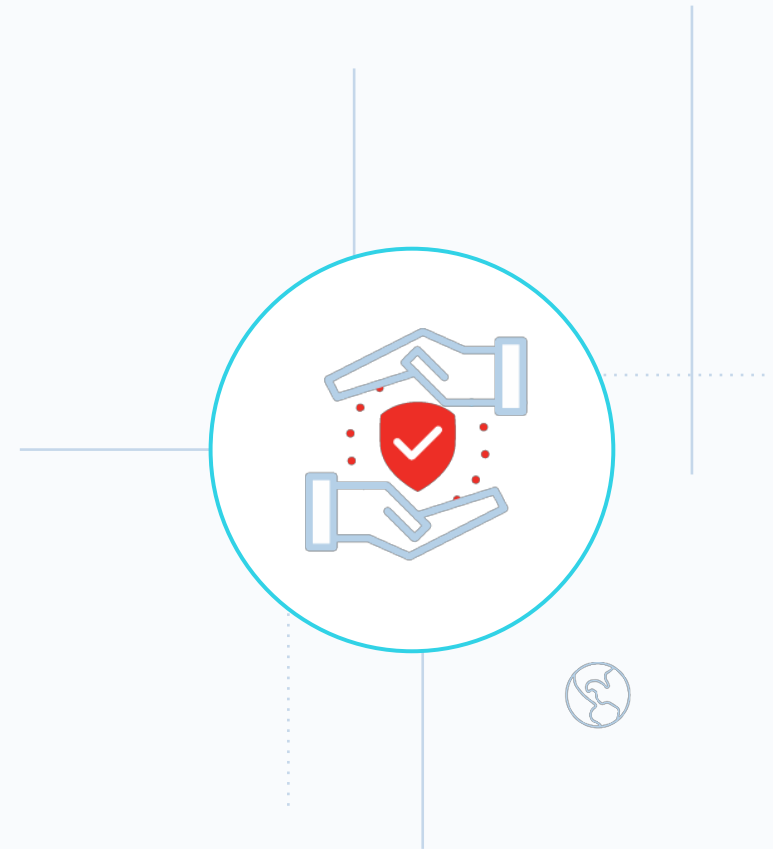Compliance demands on new infrastructure

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Qualys.

Future of Security

Transparent Orchestration

Built-in Automation the only real solution

Starts in DevOps

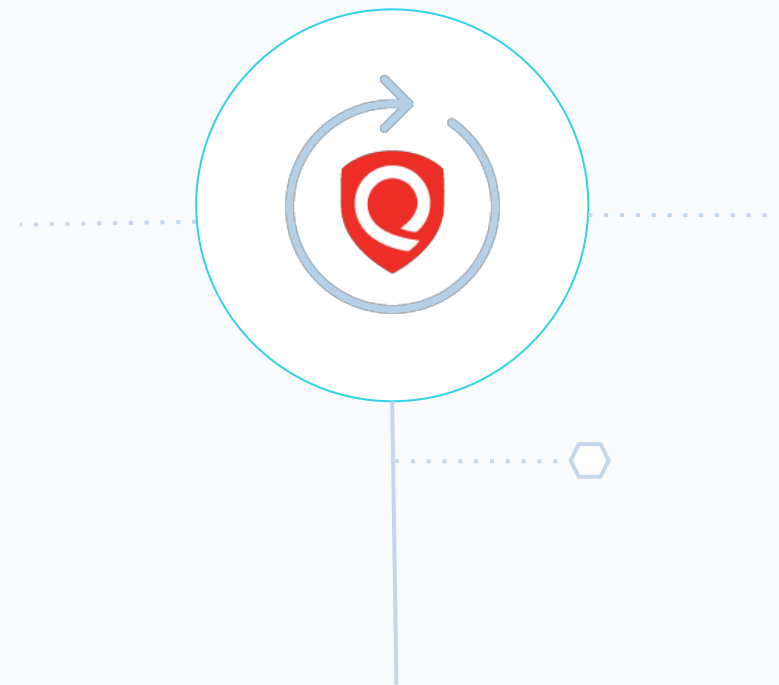New generation of Security Analytics platforms

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Qualys Platform Approach

Embracing our own Digital Transformation

Massive expansion of backend for visibility – **620 Billion** security datapoints indexed

Comprehensive coverage of sensors – scanners, agents, cloud connectors, container sensors, passive sniffers and mobile agents

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Qualys
Platform Approach

Extending solutions into remediation & response

Building dedicated Data science team

Rapid expansion of R&D org

Key technology acquisitions & Investments

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Acquisitions & Investments

Nevis	Passive Scanning & Secure Access Control
Netwatcher	Event Correlation Platform
1Mobility	Enterprise Mobility
Layered Insight	Built-in Runtime Container Security
42Crunch Investment	API Security
Frog 1	
Frog 2	

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Qualys Cloud Apps

ASSET MANAGEMENT

AI **Asset Inventory**
Maintain full, instant visibility of all your global IT assets

SYN **CMDB Sync**
Synchronize asset information from Qualys into ServiceNow CMDB

CI **Cloud Inventory**
Inventory of all your cloud assets across AWS, Azure, GCP and others

CRI **Certificate Inventory**
Inventory of TLS/SSL digital certificates on a global scale

IT SECURITY

VM **Vulnerability Management**
Continuously detect and protect against attacks, anytime, anywhere

TP **Threat Protection**
Pinpoint your most critical threats and prioritize patching

CM **Continuous Monitoring**
Alerts you in real time about network irregularities

IOC **Indication of Compromise**
Continuously monitor endpoints to detect suspicious activity

CS **Container Security**
Discover, track, and continuously protect containers

CRA **Certificate Assessment**
Assess all your digital certificates for TLS/SSL vulnerabilities

COMPLIANCE MONITORING

PC **Policy Compliance**
Assess security configurations of IT systems throughout your network

PCI **PCI Compliance**
Automate, simplify and attain PCI compliance quickly

FIM **File Integrity Monitoring**
Log and track file changes across global IT systems

SCA **Security Configuration Assessment**
Automate configuration assessment of global IT assets

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Get full visibility and control across all public cloud instances

SAQ **Security Assessment Questionnaire**
Minimize the risk of doing business with vendors and other third parties

WEB APPLICATION SECURITY
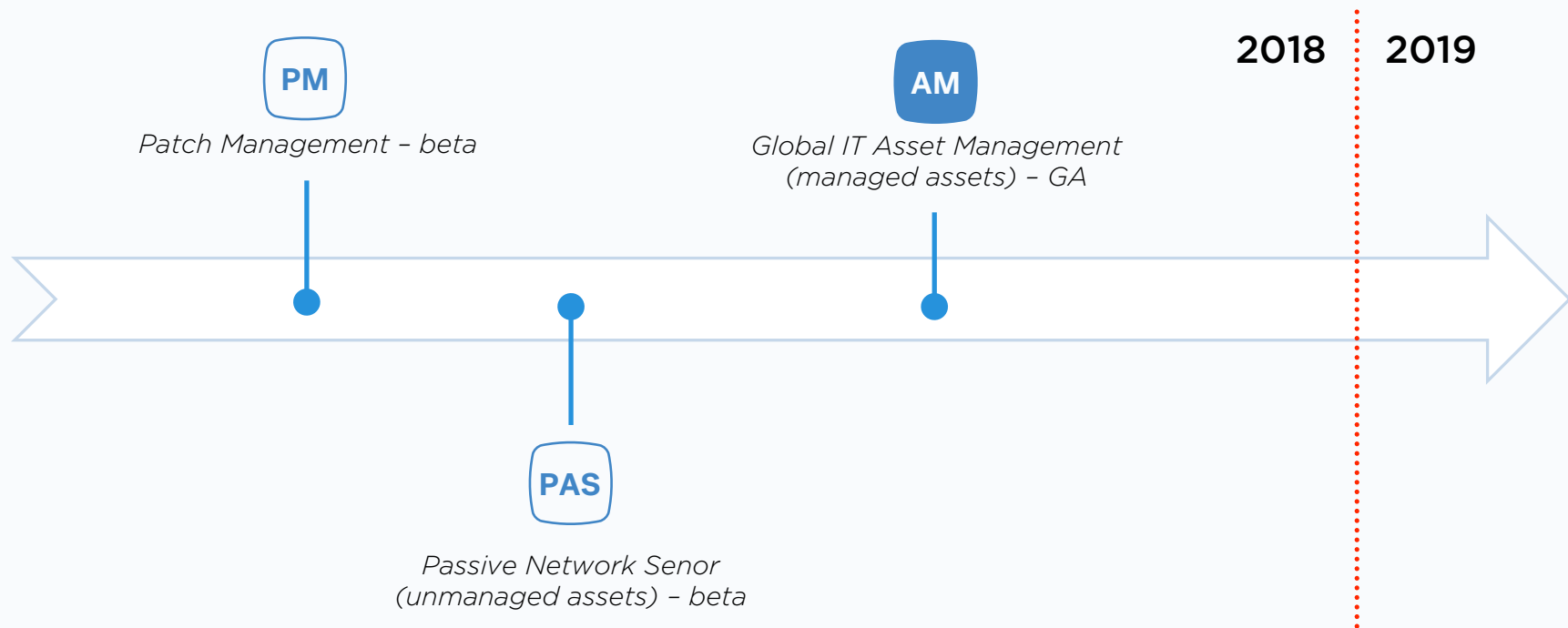
WAS **Web Application Scanning**
Secure web applications with end-to-end protection

WAF **Web Application Firewall**
Block attacks and virtually patch web application vulnerabilities

Qualys.

Q4 2018 – more apps to come

PM

Patch Management – beta

AM

*Global IT Asset Management
(managed assets) – GA*

2018 **2019**

PAS

*Passive Network Senor
(unmanaged assets) – beta*

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2019 – even more apps to come!
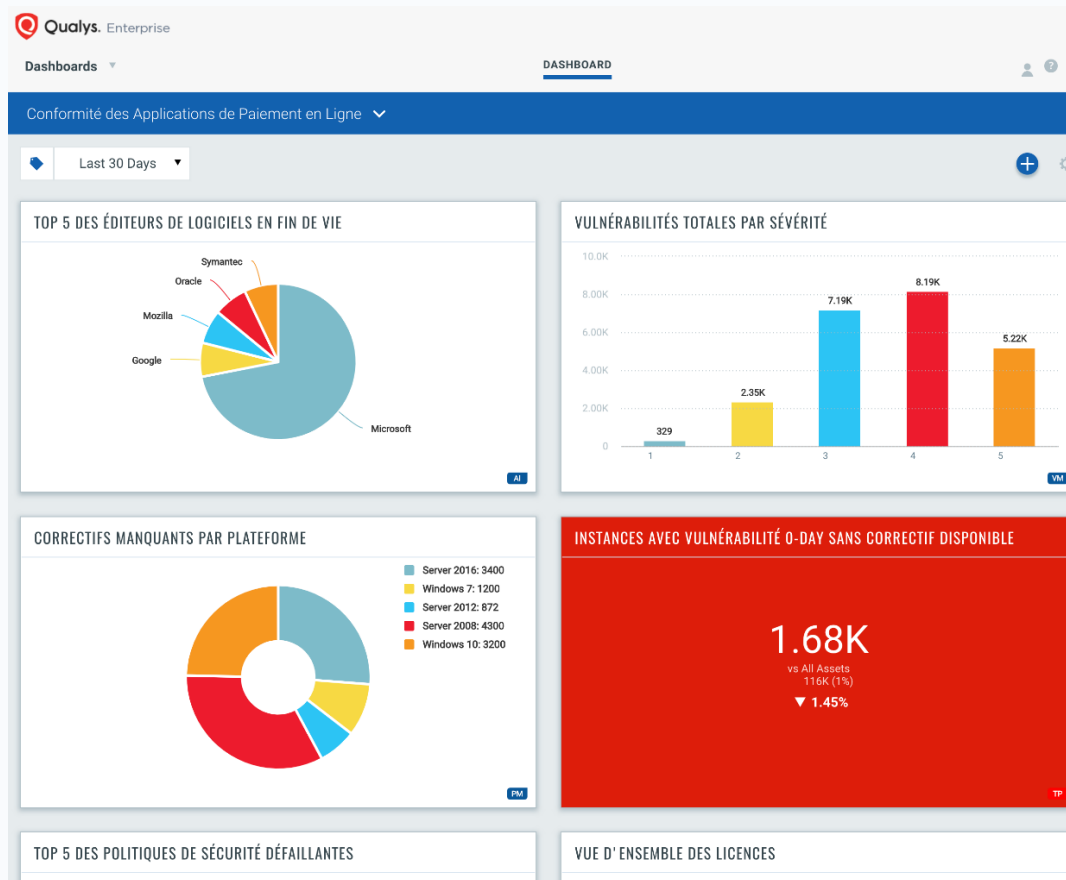
Secure Enterprise Mobility

Secure Access Control

API Security

Software Composition Analysis

Breach and Attack Simulation

Security Data Lake & Correlation Platform

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Unified Dashboards

Qualys Cloud Platform

Looking Under the Hood: What Makes Our Cloud
Platform so Scalable and Powerful

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Cloud Platform Environment
Security at scale on hybrid clouds

15+ products providing comprehensive suite of security solutions

10,300+ customers

7 shared cloud platforms across North America, Europe & Asia

70+ private clouds platforms deployed globally... on-prem, AWS, Azure, GCP

16+ PB storage and **16,000 cores**

Qualys.

Cloud Platform Highlights

1+ trillion security events annually

3+ billion scans annually

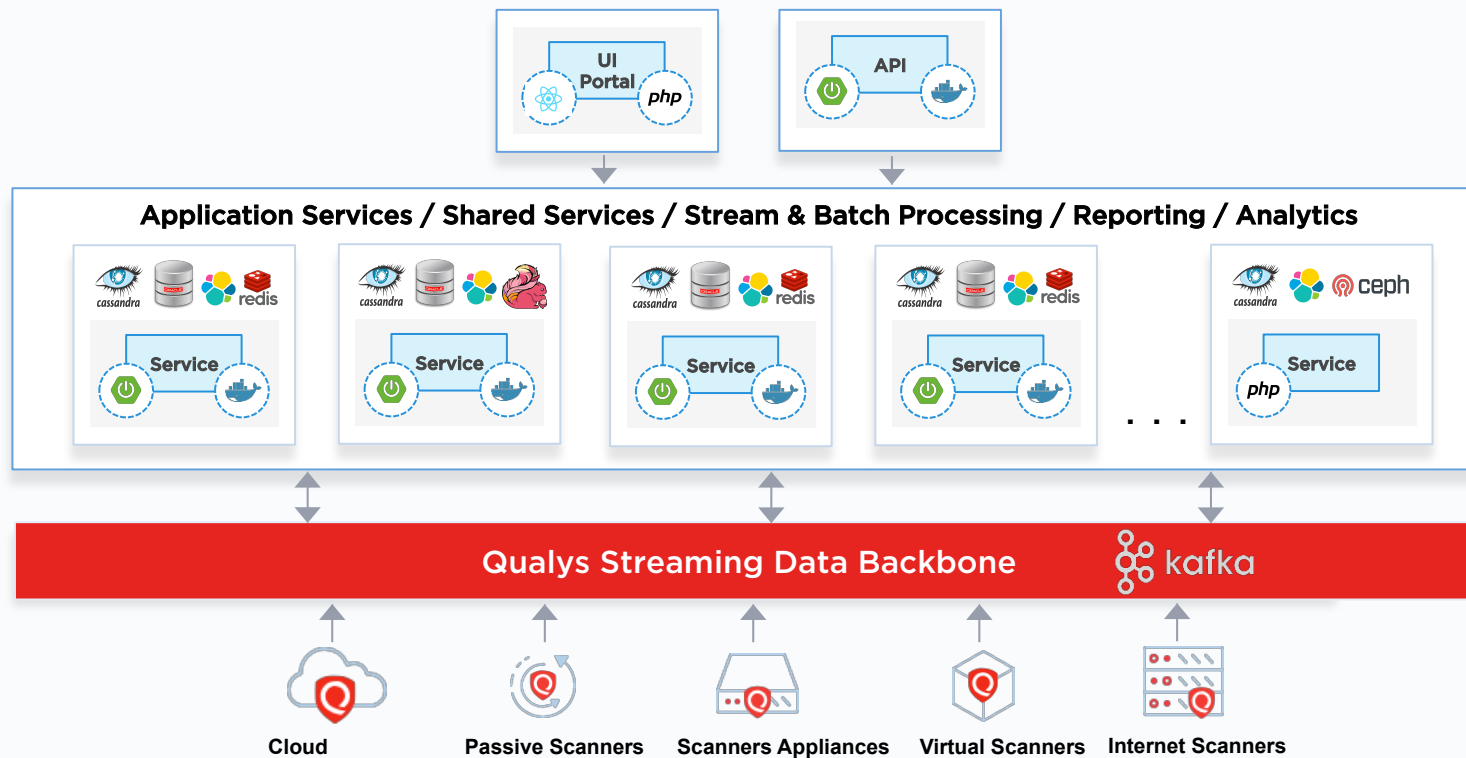**2.5+ billion** messages daily across Kafka clusters

620+ billion data points indexed in our Elasticsearch clusters

Unprecedented **2-second** visibility

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Qualys Cloud Platform
Sensors, Data Platform, Microservices, DevOps

Qualys Sensor Platform
Scalable, self-updating & centrally managed

Physical

Legacy data centers

Corporate infrastructure

Continuous security and compliance scanning

Virtual

Private cloud infrastructure

Virtualized Infrastructure

Continuous security and compliance scanning

Cloud/Container

Commercial IaaS & PaaS clouds

Pre-certified in market place

Fully automated with API orchestration

Continuous security and compliance scanning

Cloud Agents

Light weight, multi-platform

On premise, elastic cloud & endpoints

Real-time data collection

Continuous evaluation on platform for security and compliance

Passive

Passively sniff on network

Real-time device discovery & identification

Identification of APT network traffic

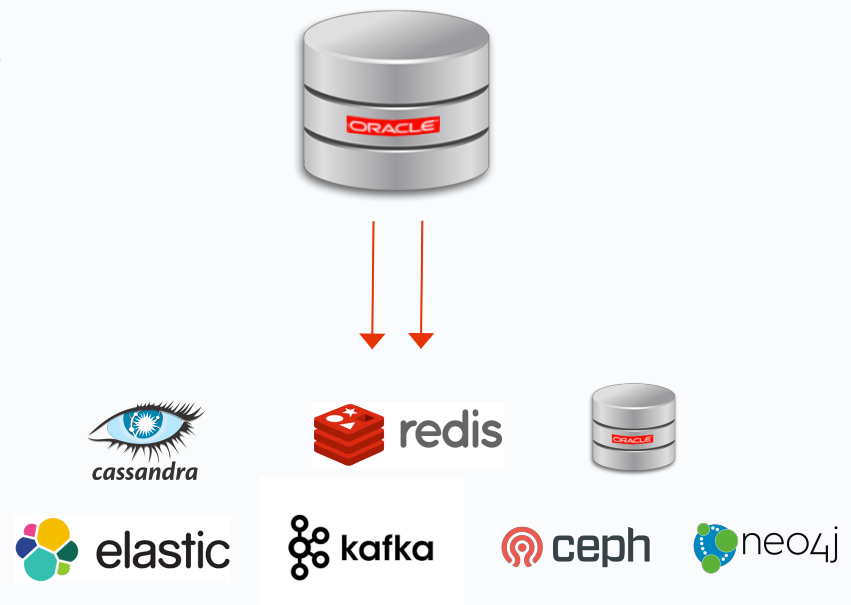Extract malware files from network for analysis

API

Integration with Threat Intel feeds

CMDB Integration

Log connectors

Data Platform-as-a-Service

Right database for the right use case

- Highly scalable architecture
- Predictable performance at scale
- Distributed and fault-tolerant
- Multi-datacenter support
- Open-source
- Commodity hardware

Data Platform-as-a-Service

Kafka

Asynchronous, event-driven architecture

Foundation for Qualys Cloud Platform

Over 2.5 billion messages per day

Elasticsearch

Search for anything

Over 620 billion data points indexed

Estimating about 1 trillion data points be year end

Cassandra

Low latency storage

Source of truth for data across multiple products

Redis

In-memory cache

Improved system performance for frequently accessed data

Ceph

Object storage

Moving Oracle and in-house blob storage into Ceph

Microservices & Cloud Native Architectures
Reduce risk and ship faster

Change how we design and build
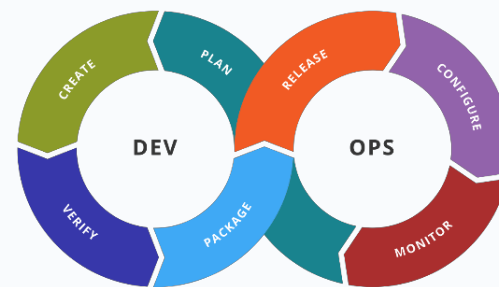applications and services

- Monoliths to microservices
- Well defined APIs
- Packaged in containers
- Deployed on elastic infrastructure
- 12-Factor apps
- CI/CD, Service Registry, Config Servers

Qualys.
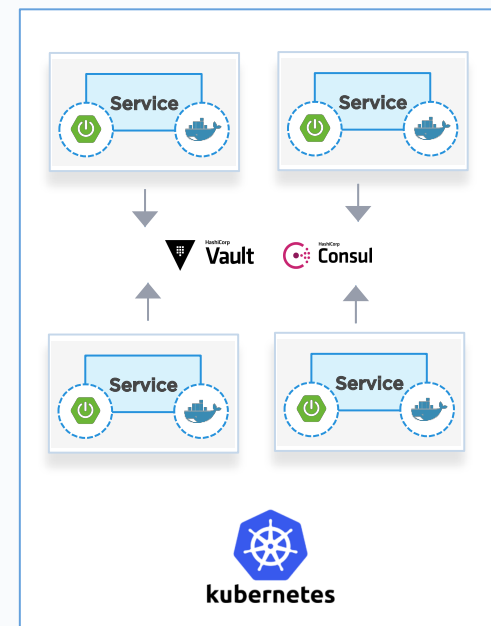
DevOps – Increased Efficiency

Goal is to make software delivery vastly more efficient

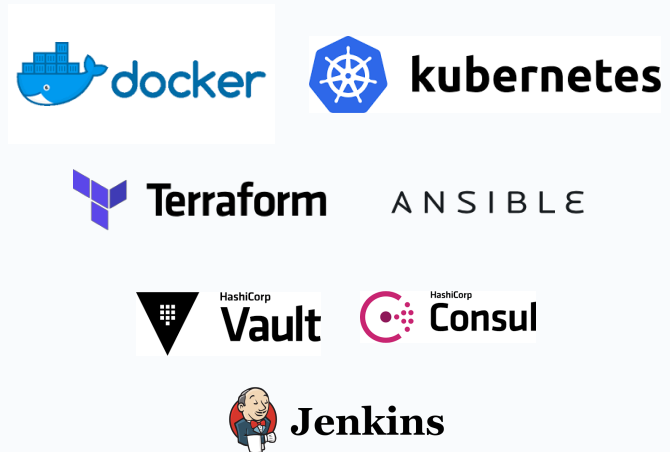Supporting about 80 shared and private cloud deployments

Automation - Infrastructure as Code

Treat systems running your software as if they themselves are software

Automate
• Infra provisioning
• Configuration management
• Deployments...

….all using code

Monitoring Systems - Observability

Centrally monitor across all platforms using a single-pane view

End-to-end monitoring using
- Time series metrics
- Distributed tracing
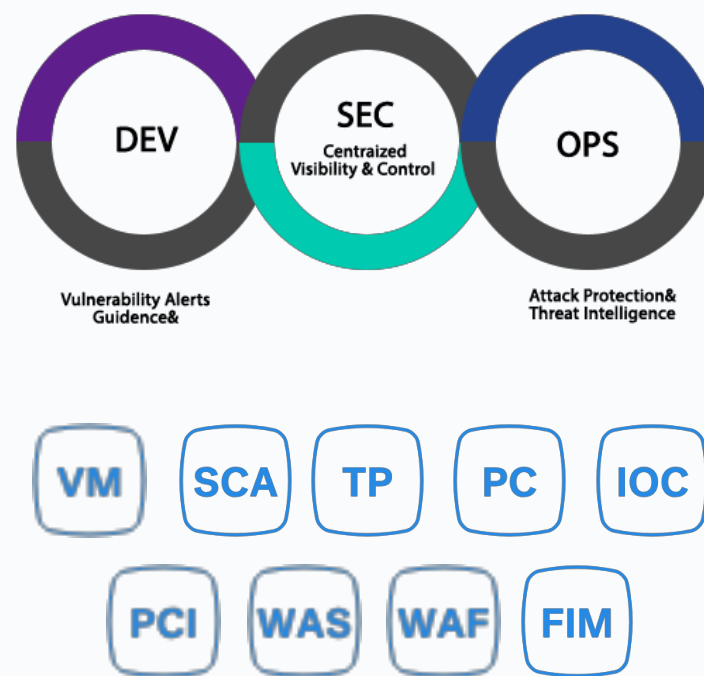- Log aggregation & analytics
- Alerting

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Integrated Security - DevSecOps

Built-in security practices
across the DevOps lifecycle

Qualys-on-Qualys
- Manage vulnerabilities
- Comply with policies
- Secure and shield web apps
- Validate file integrity
- Monitor systems

Qualys Cloud Platform

| Integrated Suite of Applications | CA | AI | VM | CM | TP | FIM | PC | PCI | SAQ | IOC | WAS | WAF |

Shared Services

| Authentication Service | Authorization Service | Subscription Service | Indexing Service | Data Sync Service | Tagging Service |

Messaging, Data, Analytics Platform

kafka · ORACLE · ceph · elastic · cassandra · redis · Flink

Infrastructure and DevOps Toolchain

| Logging | Monitoring | Config Mgmt. | Service Registry | CI/CD | Docker/ Kubernetes |

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Advanced Correlation & Analytics

ML/AI Service
Patterns | Outlier | Predictive SoC

Orchestration & Automation
Integration | Playbooks | Response

UEBA
User & Entity Behavior Analytics

Threat Hunting
Search | Exploration | Behavior Graph

Security Analytics
Anomaly | Visualization | Dashboard

Advanced Correlation
Actionable Insights | Out-of-box Rules

Qualys Security Data Lake Platform
Data Ingestion | Normalization | Enrichment | Governance

Network   Security   Server   End Point

CA   VM   AI   PC   IOC   WAS   WAF

Qualys Apps

Apps   Cloud   Users   IoT

Qualys Quick Connectors

Qualys.

Thank You

Sumedh Thakar
sthakar@qualys.com